

## USE CASE:

# Cybersecurity Prioritization & Justification

**Solution Series: Cybersecurity & Technology Risk Decision Support**





**Executive Summary:** Cybersecurity teams must navigate the trade-offs on security investments by determining which controls are worth the investment, and effectively communicate their decisions. Budgets are being scrutinized and CFOs and CIOs are asking for better justification of cybersecurity investments. Provide your leadership with clearly articulated risk reduction and ROI for every major project, purchase, or contract.

## KEY OUTCOMES

- ▮ **Prioritize and Communicate Your Cybersecurity Roadmap:** Cybersecurity teams are regularly faced with a myriad of investment decisions and trade-offs. RiskLens enables a consistent and defensible approach to make risk-based decisions and set the cybersecurity program roadmap, which significantly aids in managing and communicating the results of the program. Prioritize your initiatives based on how effective they are in reducing your top risks, using the RiskLens cost-benefit assessment feature.
- ▮ **Responsibly Shift or Reduce Investments:** RiskLens gives you a structure to strategize on budget shifts and reduction while minimizing the impacts on risk. Improve decision-making by using comparative analyses in the RiskLens platform to assess the impact removing or changing controls has on risk.
- ▮ **Communicate Trade-offs in Financial Terms:** The reporting you'll get from RiskLens is always in a financial language that business decision-makers understand, with loss exposure shown in monetary terms – no technical speak or “trust me, I’m an expert.” Provide clear, defensible decision support showcasing the investment vs. risk trade-offs in the same format as enterprise risk reporting and broader business decision-making.

## SAMPLE OUTPUT

A RiskLens Risk Assessment illustrates the estimated risk reduction and ROI of various cybersecurity initiatives on enterprise top risk scenarios. Decision-makers can use the information related to the cost of the initiative, estimated risk reduction, and calculated ROI per dollar spent to make an informed decision on how to prioritize the budget.

Current State		Risk Reduction	Cost	Time	Risk Reduction per \$1 spent		
	\$9.4M						
<b>Privileged Access Management &amp; Multi-Factor Authentication</b>	\$5.7M	-39%	\$3.7M	\$500k	1 year	7.4	
<b>Intrusion Protection on Managed Devices</b>	\$4.8M	-48%	\$4.6M	\$300k	1 year	15.3	
<b>Encryption</b>	\$2.3M	-76%	\$7.1M	\$1.5M	1 year	4.7	

With RiskLens, I can have conversations with business leaders in a much more confident way because I'm measuring risk in ways that are applicable to the business. And I can empower my team to make optimal decisions on prioritizing projects based on risk reduction.

— Omar Khawaja,  
CISO, Highmark Health

With cost-benefit numbers in hand, getting the CFO's budget approval for our cybersecurity projects was the easiest ever.

— CISO, Large Healthcare Provider